**Muhammad Salman**

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| **OBJECTIVE** | * My Career objective is to achieve a challenging position in a competitive business environment that provides me an opportunity of professional creativity & Growth while benefiting my organization. |
| **PROFILE** | * An energetic and always willing to work professional with sound exposure of Sales & Marketing with renowned organizations of Pakistan also Passionate about Learning & Growing. |
| **PROFESSIONAL QUALIFICATION** | * **Master of Business Administration**   (Major Marketing)  Muhammad Ali Jinnah University (MAJU)   * Diploma Course in **Human Resource** **Management**   Skill Development Council. |
| **ACADEMIC EDUCATION**  **Professional Experiences**  **Wilson’s Pharmaceuticals**  **Capacity:**  **Field Manager.**  **Reporting to Regional manager**  **C:\Users\rockmax\Desktop\Pfizer.svg.png**  **C:\Users\rockmax\Desktop\wilson-300x300.jpgPfizer Pharmaceutical**  **Capacity:**  **Product Services Representative**  **Reporting to District Manager** | * **Bachelor of Science (B.Sc.)**   Karachi University.  During my professional career my responsibilities regarding Sales & Marketing have been as follow:   * Responsible for the achievement of Monthly, Quarterly and Annually Sales target for the products. * To Established maintained & Expanded customers base to maximizing sales. * Kept the performance of the team up to mark by leading from the front. * To carry out the field activities within the given budget in the territory. * To keep a track of the product's progress. * Stays abreast of trends in the marketplace to ensure the product's competitive position. * To design strategies that will help in meeting and surpassing the sales objectives of the organization. * Understand and effectively presents and delivers presentations on the products, features and benefits to clients to promote sales and product development. * Conduct Marketing Intelligence providing accurate and complete information related to products. * Continuously review industry trends and client feedback to anticipate future market needs. * Provide client discovery and assessment support to the Sales team. * Establish and maintain positive work relationships and works productively. * Main responsibility is to win & retain the customers. * To use the analytical, creative & communication skills for the better understanding of the market. * To develop the method of representing the product. * To improve the marketing strategy to make the product more effective & impacting. * To give recommendation about branding as branding is the most important factor so that potential customer can easily recognize the product in the market. |
| **ACHIEVEMENTS**  **AREA OF STRENGTH**  **(Skills)** | * I have always been target achiever throughout my career (By the Grace of Allah). * Achieved Monthly, quarterly and annually Targets. * Always kept my team aligned with the Organizational Goals & Objectives. * Got 2nd position amongst marketing & Product Management teams from all over Pakistan. * Attended all marketing & Product management sessions and different seminar during job arranged by professionals. * Complete the English Language course form Karachi University English language Department. * Received prizes & Appreciations in the skills Competitions within the organizations. * **Effective Communications Skills:**   I can use this skill of mine to develop & build strong working relationships across all levels of the organization which will not only useful for productive office environment but also helpful to achieve mutual organizational goals. |
| **COMMUNICATION SKILLS**  **PERSONAL INFORMATION**  **HOBBIES**  **REFERENCE** | * **Target Oriented:**   When I work I focus on my job I have great dedication towards work and I only get satisfaction when I achieve my target.   * **Analytical & Problems Solving Skills:**   I have ability to visualize, gather information, articulate, analyze, solve problems, and then make decisions to keep productivity and use them for functioning smoothly.   * **Excellent Team Player:**   I am a good team player because I work hard to become knowledgeable in the field of my interest, and I also love to pass on my learning‘s‘. One of the teamwork aspects I enjoy is a good open discussion and giving likewise feedback and suggestions. I believe a successful team depends on the responsibilities that each and every member takes on. Everyone brings something to the plate.   * **Dedicated & Self Motivated:**   I get motivated by the challenge of finishing the projects on time I want to be successful in my job, both for my own personal satisfaction and for my employer.   * **Computer Literacy**   I am familiar with :   * Windows 7 and all latest versions of windows. * Inter net. * MS Office including * MS Words. * MS Excel. * MS Power Point. * Urdu &English.   Proficient in Reading, Writing, Listening & Speaking.   * Father’s Name: Abdul Basir. * Marital Status: Married. * Nationality: Pakistani. * Reading Books, play table tennis & Chess. * Will be furnished on request. |
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